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# News and Views from the Farm Management Staff

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Dear Farm Management Extension Workers:

Dynamic developments continue in Extension Farm Management. Much of the new and frontier area of things is related to the developments in testing and adapting EDP techniques for Farm Management work. We are using this newsletter to mention a few of the current activities of which we are aware.

National Committee for Improving the Communication and Coordination of Use of EDP in Farm Management.

A National Committee as mentioned above has been organized by FES. Such a committee was originally recommended in the study made by Warren Vincent for FES in 1965. This recommendation, along with a number of others, were made by Dr. Vincent with the assistance of a National Advisory Committee which was sponsored by the Farm Foundation. Evolving out of this study was a publication entitled "Report--Communications and Coordination in State Farm Management Extension Programs Employing Electronic Data Processing Methods: A Situation Statement." This report which was distributed to Extension Farm Management Specialist contained an excellent statement of the overall situation and need for improving communications and coordination in regard to the use of EDP Extension Farm Management work.

The specific recommendations made by Dr. Vincent and his Advisory Committee were submitted to FES and to the Project III Subcommittee of ECOP. The Project III Committee relayed to ECOP this recommendation for the establishment of a National EDP Committee. ECOP indicated that committees of an action nature should be directly organized by FES. Subsequently, FES in consultation with the chairman of the four regional Extension Farm Management Committees and the Farm Foundation proceeded to organize the following committee:

Verle Houghaboom, Vermont
Lloyd Carville, Louisiana
Thomas Brown, Missouri
Fred Smith, Oregon
Larry Boger, Michigan
John Smith, Wisconsin
Ted Nelson, Oklahoma
Jim Hildreth, Farm Foundation
Buel Lanpher, FES



Cooperating with Land Grant Colleges and Universities

The objectives for the work of the committee as viewed by FES are as follows:

(1) To develop and help bring about effective communications between States in regard to farm management uses of EDP.

(2) To develop arrangements for and to facilitate efficient exchange of data that have cross-State implications.

(3) To assist in the development and implementation of coordination on a multi-State, regional, and/or national basis of farm management projects utilizing data processing.

(4) To assist in improving the effectiveness and efficiency of EDP farm management projects by observing, studying, and encouraging the development of an adaptation of new and improved techniques and innovations.

(5) To assist in implementing joint working relationships with research workers and in initiating needed research in this area.

(6) To study training needs of farm management workers for effective adaptation of EDP, and to assist in implementing needed training activities.

(7) To study the implications of EDP farm management projects for relationships with various industry groups and to assist in bringing about desirable understanding and productive relationships with industry groups.

As the magnitude of interest and number of Extension EDP Farm Management activities continues to accelerate, we feel that the above objectives to facilitate improved coordination and communication grow increasingly relevant and there is a growing opportunity for productive action on the part of a committee such as this one.

The committee had its first meeting in the Farm Foundation offices on May 24 and 25, 1966. The first meeting was used primarily to review the situation in the use of EDP technology. The committee then proceeded to recommend some areas of responsibility for future study and action. The next meeting of the committee will be at the University of Maryland on August 24 and 25, following the annual AFEA meeting. It is our hope that the committee will be able to work closely with all persons, committees, or other groups who are interested and are involved in Extension Farm Management application of EDP. We in FES and the members of the committee will be interested in obtaining your comments and suggestions.

New York gives Linear Programming Training to Agents.

An intensive 2-1/2 day school on linear programming was given to New York County Agents in June. About 60 agents who actively were involved in farm management work participated. The school was offered three times to keep the groups down to workable size. Some of the contents of the course included

application of linear programming to: least cost feed mix problem, a crop farm, a dairy farm, and in agricultural processing plants.

Art Bratton of the New York staff stated that "We felt that it could offer much to agents about planning and budgeting even though they were not going to get involved in linear programming in the near future. It would add to their general understanding of management." Art went on to say that the staff was satisfied with the results.

New Farm Business Association in Missouri to test use of management tools which Utilize EDP.

Farmers have been eager to sign up in a Farm Business Management Association which the Missouri staff has organized. The association will start operation on January 1, 1967, in three Central Missouri counties. This project is designed to be a pilot program in farm business management. The objective will be to integrate computer technology into the operation of a farm business association. Each farmer member will participate in Missouri's EDP Mail-In Record Program. They expect to use linear programming in various ways in working with the problems of individual farmers.

Myron Bennett, Missouri Farm Business Management Specialist, will work directly with the individual association members. Fees are $150 a year and members must sign up for a 3-year period. The county extension councils and the University are expected to pay about one-half of the costs of this pilot effort.

Nebraska Linear Programming Publication.

We would like to call your attention to a publication entitled "Linear Programming--Applied to an Eastern Nebraska Farm." We feel that it might be quite useful for training purposes and in answering inquiries about linear programming. We are planning to distribute copies in the near future.

We invite you to USDA Open House and AFEA Meeting.

We are looking forward to seeing many of you at the annual meeting of the AFEA August 21-24 at the University of Maryland, (which is only 10 miles from this office).

There will be a USDA Open House here in the South Building, USDA, 1:00-5:00 in the afternoon of the 24th. We plan to meet you in the "Headquarters Room" which is room 3056, South Building at 1:00. The proposed program includes a look at USDA's new data processing installation. A firm program will be available when you register. If you prefer, you can devote some of the afternoon to visiting in the South Building and close-by USDA offices. We will be available for such visiting. The Smithsonian Institution is across the street in case the wife and children are interested. You may also have noted plans for a tour of Beltsville the afternoon of the 24th, 1:00-4:30.

If you will let us know on Monday, August 22, we will arrange for your transportation from the University of Maryland here to the USDA South Building (and back, or to your airport) on the afternoon of the 24th. If you will be driving, maps will be available indicating a suggested route and the location of the parking space that has been provided at the South Building.

Personnel Changes

Bill Fowler, New Mexico, has resigned from his position as Extension Economist.

Leo Figurski, has been appointed District Extension Economist, Farm Management in Kansas. He moved from a county agent position in Colorado.

Donald L. Faidley, Kansas, has been promoted from county agent to Extension Economist in Farm Management.

Ray Krofta, has resigned his position of Extension Economist, Farm Management in Ohio to accept a teaching and research position at University of Maine.

Roy L. Sharkley, Jr., and Elmer A. Provence, Oklahoma, have both been promoted from staff assistant to area farm management agents.

Art Cagle, Extension Farm Management Specialist, Washington, retired last June.

Ramon W. Sammons, has transferred from Montana to Arizona where he has been appointed Extension Economist, Farm Management.

Tom Nolen, has accepted a South Carolina position as Extension Economist, Farm Management. He was formerly on the Virginia staff.

Rex Kennedy, leader of Farm Management staff at Texas has resigned his position of Economist in Management.

Sincerely yours,

Buel Lanpher

Buel Lanpher
E. P. Callahan
Charles Beer
Economists - Farm Management

P.S. Recently, we distributed to many of you copies of a publication entitled "Some Principles Used in Farm Management Decision Making" which is a Northeast Regional Publication Revised Edition 1966. New Hampshire is the publisher and Si Weeks has indicated that they will fill quantity orders at 45 cents per copy. Single copies can be obtained at no cost.